



Executive Committee Meeting

Wednesday, June 11, 2025 | 1:00–3:25 p.m.

DCC Office (3900 Lennane Dr, Ste 225, Sacramento) | Stever Miller Conference Room

Zoom link: <https://us02web.zoom.us/j/89204374760?pwd=0XusStHge6TuexDB7G08aKHTvRv7jW.1>

Dial: 1 (669) 444-9171 | Meeting ID: 892 0437 4760 | Passcode: 869171

VISION: Milk and dairy are globally accepted as an essential solution to achieve nutrition security and sustainable food systems.

CAUSE: Elevating the health of children and communities in California by promoting lifelong healthy eating patterns that include milk and dairy foods.

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| 1. Call to Order and Introductions – <i>Curt DeGroot, Chairman</i> | 1:00 p.m. |
| 2. Standards of Performance, Anti-Trust Statement and Approval of the March 20, 2025 Minutes – Before Tab 1
<i>(Motion to approve the March 20, 2025, Executive Committee Minutes)</i> | 1:05 p.m. |
| 3. Public Comments | 1:10 p.m. |
| 4. CEO Report – <i>Amy DeLisio, CEO</i> – Tab 2 | 1:15 p.m. |
| 5. 2024-2025 Financial Reports through May 31, 2025 – Tab 3
<i>Matt Delgado, Operations Officer</i>
<i>(Motion to recommend the 2024-2025 Financial Report and Cash Investments through May 31, 2025, and to bring forward to the full Board)</i> | 1:30 p.m. |
| 6. 2025-2026 Strategic Success Plans – <i>Amy DeLisio, CEO</i> – Tab 4
<i>(Motion to recommend the 2025-2026 Strategic Success Plan to bring forward to the full Board)</i> | 1:45 p.m. |
| 7. 2025-2026 Proposed Budget, 2025-2026 Organizational Salary – Tab 5
Schedule and Assessment Rate
<i>Amy DeLisio, MPH, RDN, CEO</i>
<i>Matt Delgado, Operations Officer</i>
<i>(Motion to recommend the 2025-2026 Proposed Budget, 2025-2026 Organizational Salary Schedule and Assessment Rate and to bring forward to the full Board)</i> | 2:00 p.m. |
| 8. Nominating Committee Update – <i>John Dolan, Committee Chairman</i> <ul style="list-style-type: none">• Appointment of the Nominating/Board Member Search Committee <i>(Motion to approve the Executive Committee recommendation for the Nominating Committee/Search Committee and bring forward to the full Board)</i> | 2:15 p.m. |
| 9. Closed Session pursuant to California Government Code 11126(a) | 2:30 p.m. |

and 11126(e) regarding the evaluation of performance and a Closed Session pursuant to California Government Code 11126(e)

(Motion to recommend to bring forward to the full Board)

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| 10. Open Session – Report on Closed Session | 2:45 p.m. |
| 11. CDFA Report – <i>Dennis Manderfield, Senior Agricultural Economist</i> | 3:00 p.m. |
| 12. Chairman’s Report – <i>Curt DeGroot, Chairman</i> | 3:10 p.m. |
| 13. Additional Public Comments | 3:20 p.m. |
| 14. Adjourn | 3:25 p.m. |

Next Executive Committee Meeting – November 17, 2025, Carmel Valley Ranch

Anti-trust Statement - The Dairy Council of California, its members and staff, strictly comply with all State and federal antitrust laws. Discussions regarding setting prices and price terms, restrictions on competition, and boycotts are prohibited at all program functions. Should any meeting attendee observe discussions that involve antitrust sensitivity, the attendee should raise his or her concern and request the discussion be stopped. If the discussion continues, the discussion should be reported to the program CEO and Department staff.

Members of the public are encouraged to provide comments to the Board and may suggest items to be placed on the agenda for discussion at the next Board meeting. While the Board values the participation of the public, the Board Chair reserves the right to limit the time for public comment depending on the length of agenda and number of commenters.

Each of the noticed agenda items will include discussion and public comment. Noticed items will be considered for possible action by the Board. Any item not so noticed will not be considered or discussed. Items listed on the agenda may be considered in any order at the discretion of the Board Chair. All meeting agendas and notices are available on the California Department of Food and Agricultural website at: <https://www.cdfa.ca.gov/mkt/mkt/>. (*select Meeting Notices*)

For further information regarding this meeting, please contact: Rachel Otter, 916-263-3560.

AMERICANS WITH DISABILITIES ACT

All meeting facilities are accessible to persons with disabilities. If you need reasonable accommodation as defined by the Americans with Disabilities Act, or if you have questions regarding the public meeting, please contact Rachel Otter at 916-263-3560. Requests for reasonable accommodation should be made no later than three (3) days before the meeting.

EXECUTIVE COMMITTEE
DAIRY COUNCIL OF CALIFORNIA
STANDARDS OF PERFORMANCE

Executive Committee responsibilities will be fulfilled when the following are accomplished
and appropriate feedback is given to the C.E.O.

At its third regularly scheduled meeting of the calendar year, the Executive Committee will:

1. Review current financial statement against budget and develop appropriate recommendations to the Board
2. Review program plans and supporting budgets (for the following fiscal year) and make any recommendations to the Board
3. Determine an assessment rate to support the recommended programs and budget for the following fiscal year and make a recommendation to the Board
4. Assess DCC administrative policies and recommend any modifications to the Board
5. Receive C.E.O.'s report on current DCC organization and staffing
6. Assess salary ranges and recommend any appropriate changes to the Board
7. Review C.E.O.'s recommendations on administrative matters that are outside her authority and take appropriate action
8. Review C.E.O.'s report on out-of-state program usage.
9. Appoint Nominating Committee
10. Review C.E.O.'s performance for previous year
11. Review C.E.O.'s salary and make appropriate recommendation for adjustment to the Board

Minutes of the Meeting of the
Executive Committee
March 20, 2025
The Cassara Carlsbad, Carlsbad, CA

PRESENT: Curt DeGroot, Chairman Michael Oosten
Arlene VanderEyk Mike Newell
Steve Maddox Brad Scott

ABSENT: John Dolan

OTHERS
PRESENT: Amy DeLisio, Dairy Council of California
Matt Delgado, Dairy Council of California
Rachel Otter, Dairy Council of California
Dennis Manderfield, California Department of Food & Agriculture

Call to Order

Chairman DeGroot called the meeting to order at 9:00 a.m.

Standards of Performance, Anti-Trust Statement and Approval of January 22, 2025, Minutes

Chairman DeGroot asked the Executive Committee members to review the Standards of Performance and the Anti-Trust Statement for the regularly scheduled spring meeting plus the January 22, 2025, Executive Committee minutes for approval.

IT WAS MOVED BY MIKE NEWELL AND SECONDED BY ARLENE VANDEREYK TO APPROVE THE MINUTES OF THE MEETING FROM JANUARY 22, 2025. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: CURT DEGROOT, MIKE NEWELL, BRAD SCOTT, ARLENE VANDEREYK, STEVE MADDOX, MICHAEL OOSTEN; NAYS: NONE; ABSTAIN: NONE; ABSENT: JOHN DOLAN (BOARD MOTION 2025-03-20 EX#1).

Public Comments: None

CEO Report

Ms. Amy DeLisio shared updates about the Mobile Dairy Classroom's (MDC) pivots including redirecting MDC savings to move formative evaluation for new fourth grade curriculum. Ms. DeLisio shared the Dairy Council of CA has provided public comments on the California Health and Human Services' ultra-processed foods executive summary. A Dairy Dialogue event was hosted in Sacramento, CA which was comprised of school nutrition directors, students and dairy producers who gathered to share knowledge and learn from each other.

Financial Reports (FY 2024-2025 Report through February 28, 2025, Cash and Investments, Audit Firm Selection, Budget Reallocation of Funds Proposal)
FY 2024-2025 Report through February 28, 2025

Mr. Delgado reported that the Dairy Council of CA is capitalizing on CDs while interest rates are higher. Mr. Delgado continued to provide high-level overviews of the statements of net position, changes in assets and expenses.

Cash & Investments as of February 28, 2025 and February 29, 2024

Mr. Delgado reported that Dairy Council of CA shifted some short-term CDs to long-term that will mature in 2027. From previous Executive Committee discussions, Mr. Delgado reported on findings from CalPERS that the Dairy Council of CA must continue to offer CalPERS to new employees. If the Dairy Council of CA were to close its doors, another organization must take over the unfunded liabilities.

Audit Firm Selection

Mr. Delgado shared that he had received bids from four auditing firms for conducting the Dairy Council's required annual financial and compliance audits. He highlighted several positive aspects of their current auditing firm, MUN CPAs, which included their low price, their experience with GASB requirements and their ability to meet all proposal requirements. Ms. DeLisio and Mr. Delgado suggested continuing with MUN CPAs as the Dairy Council of CA's auditing firm for the next three years. The Executive Committee agreed.

IT WAS MOVED BY MIKE NEWELL AND SECONDED BY MICHAEL OOSTEN TO RECOMMEND TO THE FULL BOARD TO SELECT MUN CPAS AS THE DAIRY COUNCIL OF CALIFORNIA'S AUDIT FIRM FOR THE NEXT THREE YEARS, AS PRESENTED. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: CURT DEGROOT, MIKE NEWELL, BRAD SCOTT, ARLENE VANDEREYK, STEVE MADDOX, MICHAEL OOSTEN; NAYS: NONE; ABSTAIN: NONE; ABSENT: JOHN DOLAN (BOARD MOTION 2025-03-20 EX#2).

Budget Reallocation Proposal

Mr. Delgado reported on the current fiscal year cost savings and proposed a reallocation of expenses to better utilize underspent line items. Mr. Delgado proposed moving some of the cost-saving funds to be utilized by the Initiatives, Engagement and Education department to support the creation of a video series through KLCS PBS, for small office equipment and for networks/web maintenance.

IT WAS MOVED BY STEVE MADDOX AND SECONDED BY MIKE NEWELL TO RECOMMEND TO THE FULL BOARD THE FISCAL YEAR 2024-2025 FINANCIAL REPORT THROUGH FEBRUARY 28, 2025, CASH AND INVESTMENTS AS OF FEBRUARY 28, 2025 AND FEBRUARY 29, 2024, AND THE BUDGET REALLOCATION PROPOSAL, AS PRESENTED. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: CURT DEGROOT, MIKE NEWELL, BRAD SCOTT, ARLENE VANDEREYK, STEVE MADDOX, MICHAEL OOSTEN; NAYS: NONE; ABSTAIN: NONE; ABSENT: JOHN DOLAN (BOARD MOTION 2025-03-20 EX#3).

2025-2026 Budget Projections, Salary Increase and Assessment Rate Projections

Mr. Delgado reported that assessment revenue for the current fiscal year is down due to decreased milk production caused by the bird flu. He noted that over the past few fiscal years assessment revenues have been relatively flat while the costs of goods and services have increased. After further discussion, the Executive Committee agreed to recommend a small cost of living staff salary increase and to recommend maintaining the current assessment rate for 2025-2026 budget planning.

IT WAS MOVED BY STEVE MADDOX AND SECONDED BY BRAD SCOTT TO RECOMMEND TO THE FULL BOARD THE APPROVAL OF THE FISCAL YEAR 2025-2026 BUDGET REALLOCATION PROPOSAL, A STAFFCOST OF LIVING SALARY INCREASE AND MAINTAINING THE CURRENT ASSESSMENT RATE FOR 2025-2026 BUDGET PLANNING, AS PRESENTED. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: CURT DEGROOT, MIKE NEWELL, BRAD SCOTT, ARLENE VANDEREYK, STEVE MADDOX, MICHAEL OOSTEN; NAYS: NONE; ABSTAIN: NONE; ABSENT: JOHN DOLAN (BOARD MOTION 2025-03-20 EX#4).

Nominating Committee Report

Chairman DeGroot announced the resignation of handler Board member Mr. Dennis Roberts of Crystal Creamery. He noted that Mr. Roberts had suggested consideration of Mr. Greg Weston of Crystal Creamery for filling his handler vacancy. It was further noted that Mr. Weston had submitted a Self-Nomination Form. The Executive Committee subsequently reviewed Mr. Weston's Self-Nomination Form and considered him for filling the vacant handler position with a 3-year term (2024-2027) on the Board of Directors.

Chairman DeGroot noted that if Mr. Weston is appointed to the Board there would still be one more vacant handler position still available. Clover Sonoma has indicated that it may be interested in putting forward a suggested representative of their firm for filling that last remaining handler vacancy on the Board.

IT WAS MOVED BY ARLENE VANDEREYK AND SECONDED BY MIKE NEWELL TO RECOMMEND TO THE FULL BOARD THAT THE BOARD RECOMMEND TO CDFA THE APPOINTMENT OF MR. GREG WESTON, CRYSTAL CREAMERY, FOR FILLING THE VACANT HANDLER POSITION ON THE DAIRY COUNCIL OF CALIFORNIA'S BOARD OF DIRECTORS FOR THE 2024-2027 TERM, AS PRESENTED. THE MOTION WAS UNANIMOUSLY CARRIED. AYES: CURT DEGROOT, MIKE NEWELL, BRAD SCOTT, ARLENE VANDEREYK, STEVE MADDOX, MICHAEL OOSTEN; NAYS: NONE; ABSTAIN: NONE; ABSENT: JOHN DOLAN (BOARD MOTION 2025-03-20 EX#5).

California Department of Food and Agriculture Report

Mr. Dennis Manderfield announced that the California Milk Advisory Board will have a new Chief Executive Officer, Mr. Bob Carroll, officially as of May 7, 2025, after Mr. John Talbot retires. Mr. Manderfield informed the Executive Committee that the recent producer referendum conducted by CDFA to consider amendments to the Quota Implementation Plan (QIP) had failed. He noted further that CDFA had received a valid petition to terminate the QIP which requires CDFA to now conduct a referendum of California market milk producers to determine whether the QIP should be immediately

terminated. He added that, as in the past, the referendum process will begin with a public hearing to give producers the opportunity to provide input about the proposal prior to the actual vote. He stated that CDFA anticipates that ballots for the QIP termination referendum will be mailed to producers in late Spring. Additionally, Mr. Manderfield noted that during the Board meeting he will remind those on the Board who have terms of office expiring this year.


Chairman's Report

Chairman DeGroot asked Mr. Delgado to investigate and draft a proposed board policy for paying a stipend to Dairy Council of California staff members to help offset costs that they incur in pursuing personal development such as further education or training. Mr. Delgado agreed to investigate and report back to the Executive Committee in the future. Chairman DeGroot concluded by thanking all the Executive Committee members and stated his appreciation for everyone.

Additional Public Comments: None

Adjourn


Chairman DeGroot adjourned the meeting at 10:40 a.m.

Submitted By: 

Amy DeLisio
Chief Executive Officer

Certification

I, Amy DeLisio, Chief Executive Officer of the Dairy Council of California, do hereby certify that, to the best of my knowledge, the foregoing is a true and correct copy of the minutes of a meeting of the Executive Committee held on March 20, 2025.

Submitted By: 

Amy DeLisio
Chief Executive Officer